



PdM Heavy Tactical Vehicles

Heavy Dump Truck

Industry Day

Sterling Inn

27 January 2015



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Industry Day Purpose

The purpose of Industry Day is to provide potential Offerors with an opportunity to exchange comments and questions regarding the Heavy Tactical Vehicle (HTV) Heavy Dump Truck (HDT) requirement planned for Army acquisition and provide an opportunity for the Army to better understand potential offeror's capabilities.



Unclassified

Agenda



<u>TIME</u>	<u>TOPIC</u>	<u>PRESENTER</u>
0730 - 0800	Check-In	
0800 - 0830	Welcome, Schedule and Admin & Guidelines	CPT Carroll
0830 - 0900	Program Status	CPT Carroll
0900 - 0915	BREAK	
0915 - 1015	One-on-One Discussions (Contractor A)	
1030 - 1130	One-on-One Discussions (Contractor B)	
1200 - 1300	One-on-One Discussions (Contractor C)	



Administrative Guidelines



- ❑ No discussion of classified information
- ❑ Smoking allowed outside of the building only
- ❑ Cell phones off or on “vibrate” mode
- ❑ No video/audio recording
- ❑ Take urgent calls outside of the meeting area
- ❑ Lunch will be at your own expense
- ❑ The list of attendees will be posted to the PROCNET Website
- ❑ Ms. Nancy Starr is the sole designated Government representative to receive written questions or comments



Unclassified

Administrative Guidelines



- ❑ Questions asked during Industry Day will be answered by the Government and posted to ProcNet
- ❑ Formal posting of the RFP will reflect the formal Government disposition of questions or issues raised
- ❑ The published final RFP shall govern in the event of a conflict with information given at this conference



Unclassified

Administrative Guidelines



- ❑ One-on-One sessions will be limited to a maximum of one hour per Prime Contractor
- ❑ A maximum of three (3) contractor representatives are permitted to participate in the One-on-One sessions
- ❑ Government responses to questions will be announced on ProcNet avoiding contractor identification



Unclassified

Administrative Guidelines



- ▣ All continued communication with the Government shall be through the Army Contracting Command:
 - Lisa Gerasimidis, Contract Specialist via e-mail at lisa.gerasimidis.civ@mail.mil
 - We will continue to communicate via the TACOM HDT ProcNet web page at <https://contracting.tacom.army.mil/majorsys/hdt/hdt.htm>



Unclassified

Industry Day Guidance



- ▣ Information presented today is for **INFORMATIONAL PURPOSES ONLY AND IS SUBJECT TO CHANGE**
- ▣ Proposals shall be based on final solicitation posted to Federal Business Opportunities (FedBizOpps) and TACOM ProcNet (HTV HDT) Website



Unclassified

Program Status HDT



- ❑ Two Market Surveys conducted 13 Sept 2013 and 27 Feb 2014
- ❑ Questions of clarification submitted by industry
- ❑ Since that time many revisions have been made to the HDT ATPD as a result of above interactions
- ❑ Because some input regarding the requirements may have appeared unclear and/or deemed unattainable without excess costs we want to understand some of the concerns
- ❑ PdM HTV continues to review the requirements through TARDEC, Sandia National Laboratory, and National Automotive Test Center



Unclassified

Program Status HDT

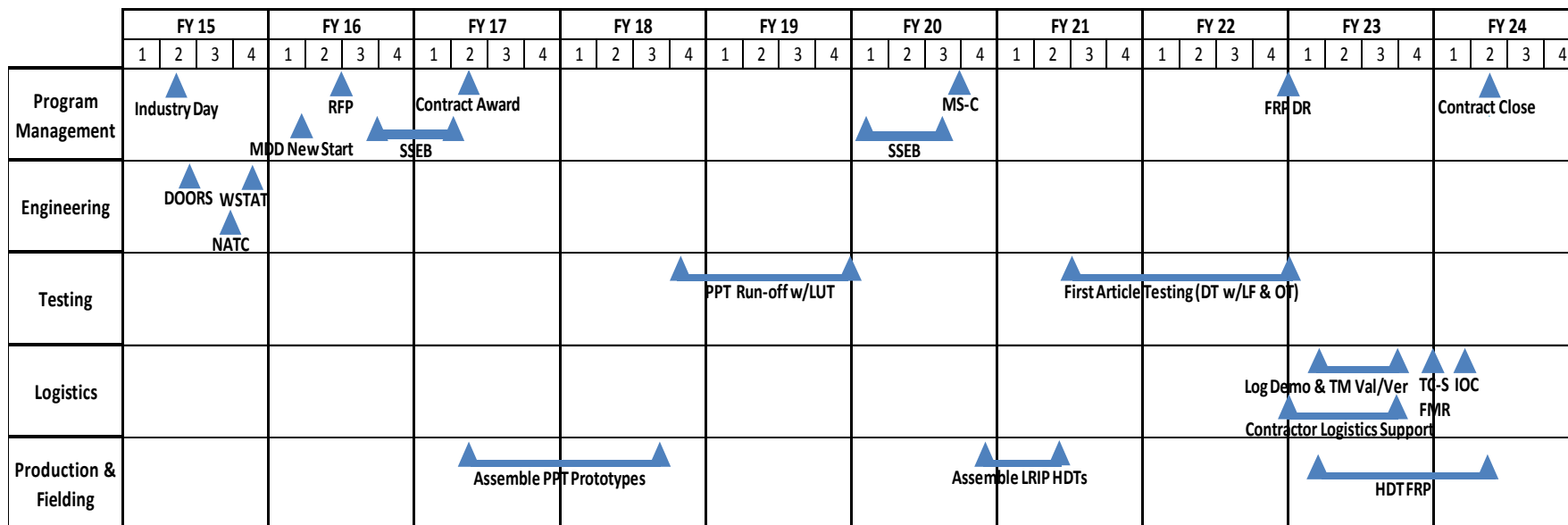


- ❑ The Government does reserve the right to request of the awardee of the HDT contract, level III TDP when and if determined necessary.
- ❑ Specific to the form, fit, and function of the HDT, unlimited data rights may be required by the Government from the offerors for purposes of logistics and maintenance.
- ❑ The Government plans to execute full and open competition for two Fixed Price contract awards at 5-7 years each. The contracts shall require a quantity of 8 vehicles (per contractor) for Production Prove-out Tests (PPT). Upon completion of the PPT, the two contractors will be given an opportunity to update their technical proposal and price with downward price adjustment. A Best Value evaluation will be conducted for production with the intent to down select to one of the two contractors. Production testing will be comprised of 10 HDT systems prior to a Full Rate Production decision.



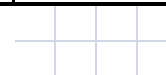
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Program Status HDT



Estimate of schedule as of Jan 2015

Schedule based upon Government approval of a seven year contract





Program Status HDT



□ The HDT questionnaire related to the below topics was posted to PROCNET in Dec 2014 with contractor submission by 21 Jan 2015 which will be the focus of today's One-on-One discussion:

- Forward speed
- Payload
- Bridge weight
- Gross Vehicle Weight Rating (GVWR)
- A - Cab with B - Kit
- Heated dump body
- 10 month delivery of prototype after award
- Production volume requirements
- Cost delta of commercial dump truck versus military version
- Additional issues/concerns



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Questions



- ❑ Feel free to voice your questions or comments at this point
- ❑ Please provide written questions and comments on the provided 3x5 index cards to Ms. Nancy Starr
- ❑ The Government intends to provide written responses to all questions asked during Industry Day by 11 March 2015 on ProcNet



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